

AgriDyne signs marketing pact with Turplex

SALT LAKE CITY — AgriDyne Technologies Inc. has announced it has signed its first marketing and development agreement for its Turplex bioinsecticide since receiving Environmental Protection Agency registration earlier this year.

The five-year agreement is with the Professional Business Group of O.M. Scott & Sons Company. As a result of the agreement, Scotts has received exclusive rights to market Turplex to the U.S. golf course and professional turf markets. AgriDyne retains the rights to market Turplex internationally and to a select group of national lawn service companies. Scotts initiated Turplex field trials over the summer, cooperating with a number of geographically dispersed golf courses.

The active ingredient in Turplex — which will be launched commercially in early 1993 — is azadirachtin, a compound extracted from the seed of the tropical neem tree, long recognized for its natural insecticidal properties. A potent insect growth regulator, azadirachtin controls insects in the larval stages and has exhibited no evidence of insect resistance.

...

AgriDyne also announced that Dr. Will D. Carpenter, 62, has been appointed chairman of the board, replacing Dr. Anthony B. Evin.

School's open at Yamaha

NEWNAN, Ga. — Yamaha Golf Cars has introduced its factory school for current and prospective customers. The three-day school will focus on golf course management issues, including golf car fleet control and maintenance procedures, and will include a tour of the \$60 million, 340,000-square-foot Yamaha facility. Both gas and electric car schools will be offered and conducted separately.

"We initiated the school at the request of our customers," said Joe Stahl, vice president of Yamaha's Golf Car Division. "Our class session will appeal to golf professionals, course owners and superintendents, and will offer a unique and in-depth education on general fleet management principles and Yamaha's products."

The first class is scheduled for October, with five more planned for the upcoming fall and winter seasons. Members of Yamaha's Golf Car Field Service Department will conduct the training. PGA members and apprentice members can receive up to 20 hours credit for continuing education. Class size will be limited to assure personalized attention.

For more information on the school or to receive an application for enrollment, contact a local Yamaha USA golf car dealer or call 800-843-3354 ext. 400 for the nearest dealer.

GOLF COURSE NEWS

Evin, a principal at Venrock Associates, served as AgriDyne's chairman since 1989, and he will remain on the board. Carpenter joined the AgriDyne board following the company's successful IPO in February. His tenure as AgriDyne chairman took effect Aug. 1.

Carpenter recently retired from Monsanto Agricultural Company in St. Louis, where his most recent position was vice president and general manager of the New Products Division. In that capacity,

he was responsible for worldwide research on herbicides and fungicides, product development, licensing and new product introductions. In his 34 years with Monsanto, Carpenter was a major contributor to Monsanto's efforts to bring glyphosate technology to multiple markets and the world. He is also past president of the Weed Science Society of America, and served as chairman of the Environmental Management Committee of the Chemical Manufacturer's Association.

biosys teams up with ADM

PALO ALTO, Calif. — biosys, a manufacturer of biological pesticide products, and the Bioproducts Division at Archer Daniel Midland (ADM) have announced a joint partnership agreement designed to broaden an existing long-term manufacturing agreement between the two companies.

The agreement provides biosys access to significant

additional large-scale fermentation capacity for production of products beyond its core nematode-based biopesticides. These products can either be biosys-developed or those that biosys scales up and manages for third parties.

Under terms of the agreements — new and existing — biosys technical personnel will work in conjunction with ADM

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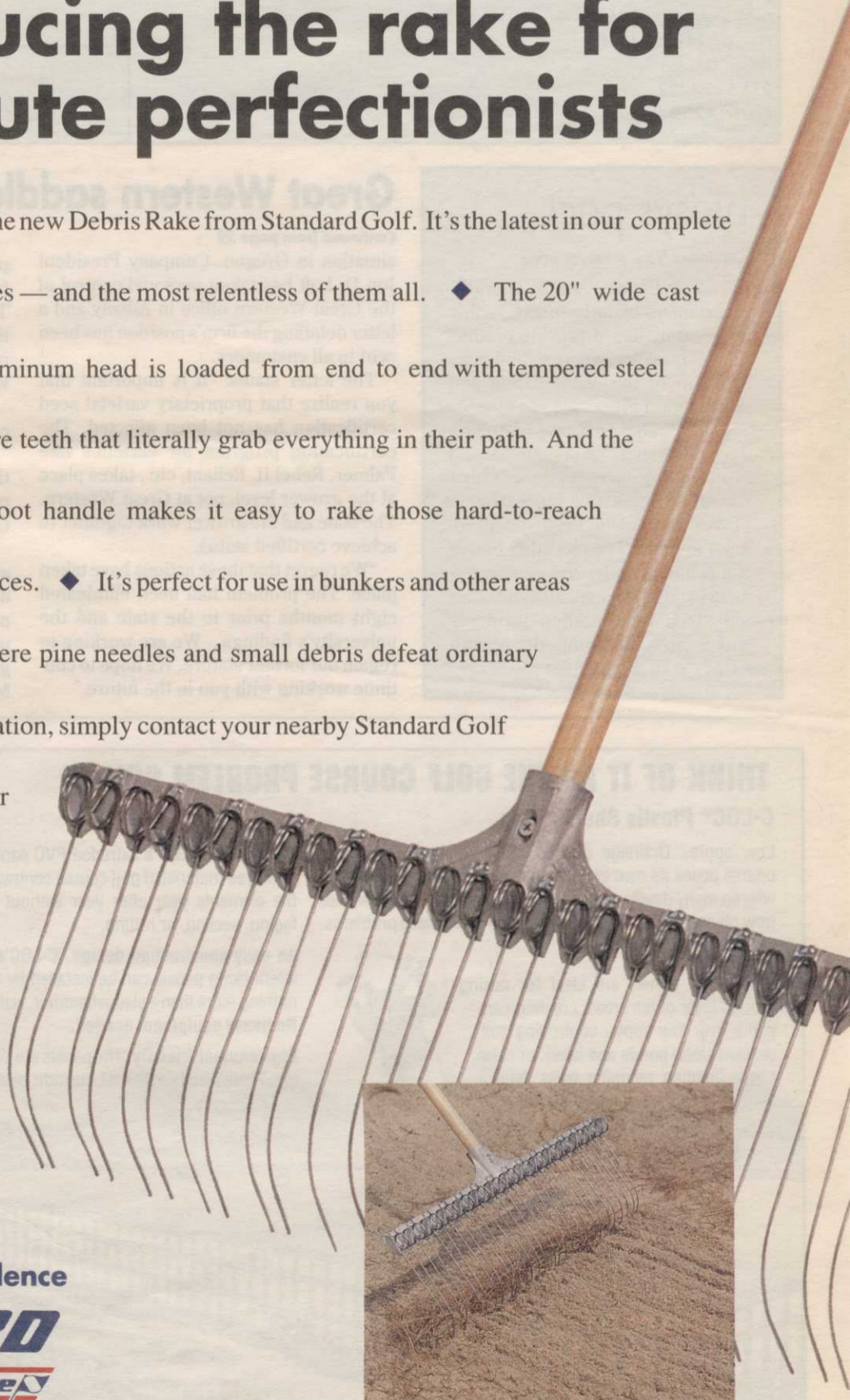
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Focus on Fungicides

The following products were not included in July's fungicide report.

Company	Product	Active ingredients	Formulation	Application rate (oz./1,000 sf)	Application interval (days)	Cost per 1,000 of application	Action	Toxicity (LD-50)	States not registered in	Market area
DowElanco	Rubigan	Fenarimol	L	0.75-1.5	10-28	\$1.40-2.82	C	Oral >2,500	None	Nat
	Broadway	Fenarimol (1) & chlorothalonil (2)	L	3.0-4.5	14-21	\$2.60-3.90	C & S	Oral >2,500 (1), >10,000 (2)	Calif	Nat
9002 Purdue Road Indianapolis, Ind. 46268-1189 Gary Johnson 800-352-67789 Circle #201										
Rohm & Haas Co.	FORE	Mancozeb	P	6-8	7-14	\$1.95	C	Oral >11,200, Dermal >15,000	None	Nat
Independence Mall West Philadelphia, Pa. 19105 Robert Gordon 215-592-3292 Circle #202										
						Formulation: Powder (P) Liquid (L)		Action: Contact (C) Systemic (S)		

biosys pact

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personnel at ADM's new bioproducts manufacturing facility in Decatur, Ill., to provide production technology expertise and management of the fermentation and downstream processes.

Palo Alto-based biosys mass produces its beneficial nematodes and insect-killing micro-organisms (that constitute the active ingredient in biosys' biological pesticide products) at ADM. Products that biosys can produce under the new agreement include biopesticides and other industrial fermentation products which are not competitive with ADM's own product lines.

Great Western saddled with hefty fine

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situation in Oregon. Company President Jon D. Loft has taken personal control of the Great Western office in Albany and a letter detailing the firm's position has been sent to all customers.

The letter states: "It is important that you realize that proprietary varietal seed certification has not been affected. The certification program for varieties like Palmer, Rebel II, Reliant, etc., takes place at the grower level, not at Great Western. The state and the grower work together to achieve certified status.

"We regret that these actions have taken place. The problem had been eliminated eight months prior to the state and the university's findings... We are working to regain our former stature. We hope to continue working with you in the future."

In addition to the fine, the state suspended Great Western's dealer's license for 30 days, a period which ended Sept. 17. The Agriculture Department also placed the business on probation for one year and revoked Great Western's OSU-certified warehouse status for two years.

The letter also addresses the two-year certification loss:

"The loss of certification status means that for two years we will not be able to produce certified mixtures or blends at Great Western.

"Arrangements have been made with approved warehouses to fulfill the needs of customers who require certified seed mixtures from Oregon. Certified mixtures under the interagency certification program are still available from New Jersey, Maryland and Ohio."

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Reregistration

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Scientists at chemical companies have also been asked for their suggestions. The EPA expects to issue a five-chapter, guideline-by-guideline analysis of its required procedures. The first chapter is due out this month, while the remaining four are expected next year.

The purpose of this analysis is four-fold:

- To provide pesticide registrants and laboratories with information on rejection factors to minimize their recurrence.

- To reassess the adequacy of EPA guidance.

- To determine appropriate regulatory response to future rejected studies.

- And to make any internal changes in the process, procedures or criteria deemed appropriate.

As each of the five chapters is completed, it will be mailed to all pesticide registrants — about 600 pesticide-data-producing laboratories — and interested parties in the international arena.

The clear goal of this agency-wide reassessment, according to Heier, is to improve the quality and acceptance rate of reregistration applications. The problems are widespread, he explained.

"These inadequacies are not concentrated in one area," said Heier. "Companies are making mistakes all over the place. When you've got a 30-percent rejection rate, you've got across-the-board problems."

Heier offered a few examples of application shortcomings. Here are the top three rejection factors in the area of residue studies: 1) Laboratory methods inadequately validated or described; 2) Insufficient geographic representation; 3) Lack of data regarding aerial sprinkler application.

Heier explained that once a single study is rejected, the application is also rejected. Of course, that particular study must be reconducted before the application is resubmitted.

"But that's not the worst part," said Heier. "That holds up the entire review process for that chemical. We almost have to start from scratch [when the application is resubmitted]. That's the single biggest factor in why the EPA process is so slow.

"That's why we're reviewing the process. That's why we've called in the industry and asked, 'What's wrong here? Why are we getting such a high rejection rate?'"

While Heier noted that every chemical firm has, at one time, been asked to repeat studies, most of the problems come with smaller companies that don't have the means for in-depth quality control.

He added EPA is concentrating on reregistration rejections, as opposed to new-product registration rejections. Reregistration has clearly been the top priority: Whereas companies request registration on 12 to 15 new products each year, the EPA must address more than 600 reregistration applications by 1997.